

**SALTON SEA AUTHORITY
REQUEST FOR QUALIFICATIONS (RFQ)
REAL ESTATE DEVELOPMENT AND BROKERAGE SERVICES**

The Salton Sea Authority (the “Authority”) is currently seeking RFQs from real estate development and brokerage firms to provide services related to: (i) acquiring (or leasing) of federal lands and possibly other lands within the Authority’s 300,000 acre boundary area around the Salton Sea; (ii) establishing the development feasibility of such lands in conjunction with the local land use entitlement agencies; and (iii) marketing such lands to one or more master developers . The services to be performed under this contract are an integral part of the Authority’s \$1.0 billion plan to revitalize the Salton Sea as a regional recreational asset and stimulus for economic development in the surrounding area. The Authority is also seeking a minimum of \$2 million in “seed” capital as initial funding for this land acquisition/development/marketing endeavor from the firm(s) who are selected to provide the real estate services enumerated in this RFQ.

The Authority will hold an optional informational meeting for parties interested in responding to this RFQ from 9:00am to noon on Wednesday, August 31, 2005, at the Salton Sea Community Services District offices on Highway 86 in Salton City, California. Authority staff and its financial advisor will be present to describe the Authority’s current plan, to explain the expected involvement of state, federal and other local agencies in the overall project and financing plan, and to answer questions.

Simultaneous with this RFQ for Real Estate Development and Brokerage Services, the Authority is issuing an RFQ for Bond Underwriting Services. The Authority contemplates awarding one or more contracts under both RFQs within the next six months; although the Authority reserves the right not to award any contracts under these RFQs. Interested parties may submit separate proposals under one or both RFQs or you may submit a combined proposal as a single entity, affiliates, or a proposal team. Submittals will be scored separately based on the criteria in each RFQ. However, please note that bonus points will be awarded under each RFQ for (i) combined proposals and (ii) combined proposal teams that include a firm whose main office is located in the Coachella Valley or Imperial County.

Description of Services

The Authority may select one or more firms and award each firm an agreement for Real Estate Development and Brokerage Services. The selected firm(s) will assist the Authority and its other consultants in performing the following activities over the next three to five years, as well as performing other services required for the successful implementation of the Authority’s Salton Sea revitalization and regional economic development plan:

- Assist in the Acquisition of Raw Land from the Federal Government

- and other Landowners
- Determination of Required General Plan Amendments and Prosecution of Required Amendments
- Interim Funding for Authority and Real Estate Development Activities
- Master Developer Solicitations (RFPs/RFOs)
- Real Estate Market Analyses
- Project Feasibility Analyses
- Preparation of Infrastructure Financing Plan for Formation of the Salton Sea Infrastructure Financing District (Gov. Code §53395.9)
- Preparation of Environmental Documents
- Formation of Benefit Assessment and/or Special Tax District(s)
- Deal Negotiation & Structuring
- Fiscal and Economic Impact Analyses
- Brokering Sale of All Acquired Properties

Submission Requirements

Firms interested in providing the above Real Estate Development and Brokerage Services to the Authority are required to submit a qualifications statement of no more than ten (10) pages (not including any standard documentation and resumes of key personnel) that includes:

- A brief letter summarizing your firm's qualifications and proposed approach to working with and meeting the needs of the Authority;
- Identification of key personnel proposed to be assigned to work with the Authority, including resumes, background, and relevant experience;
- Description of the firm's relevant experience in performing the described services, including (i) professional qualifications to perform services, (ii) specialized experience and technical competence, (iii) past experience, and (iv) work with other local government agencies, particularly in comparable situations;
- Names and contact information for at least five (5) references from current and former clients for whom the firm has performed similar work;
- A schedule of professional fees and expenses including fee structure (hourly rates) and additional billable expenses;
- "Case Studies" of real estate development projects in which your firm provided services to a public agency similar to the services to be provided to the Authority under this agreement
- Discuss the proposed terms and conditions by which you firm would be willing to provide a minimum of \$2 million in "seed" capital to the Authority to fund its operations and the initial development activities contemplated under the agreement. Assuming the total cost for performing all required "pre-land sale" tasks over the next three years is \$10-\$15 million discuss your firm's plan for assisting the Authority in securing these funds.

Selection Criteria

Selection will be based on a number of criteria, including, but not limited to the following:

- Relevant experience of firm and key personnel including (i) professional qualifications to perform services; (ii) specialized experience and technical competence; (iii) past experience; and (iv) work with other local government agencies, particularly in comparable situations;
- Overall responsiveness of the RFQ, quality of the RFQ and proposed approach;
- References and applicability of the case studies submitted;
- Availability and attractiveness of the “seed” capital and follow-on funding plan.
- Proposals that are part of a combined proposal with the Bond Underwriting RFQ will receive additional consideration.
- Combined proposals submitted by entities that include a firm whose main office is located in the Coachella Valley or Imperial County will receive additional consideration

Submission of Proposals

Ten (10) copies of your RFQ must be submitted in a sealed envelope clearly marked **“QUALIFICATION FOR REAL ESTATE ” DEVELOPMENT AND BROKERAGE SERVICES** and must be received by September 16, 2005, on or before 5:00pm. Please direct the RFQs to the attention of:

Salton Sea Authority
Ron Enzweiler
Executive Director
78-401 Highway 111
La Quinta, CA 92253
(760) 564-4888
(760) 564-5288
renzweiler@saltonsea.ca.gov

Questions regarding the RFQ may be addressed to the Financial Advisor at:

Del Rio Advisors, LLC
Kenneth L. Dieker
1325 Country Club Drive
Modesto, CA 95356
(209) 543-8704 Phone
(209) 545-1754 Fax
kdieker@delrioadvisors.com

In order to meet the time requirement, respondents may send a copy of the RFQ by e-mail to (renzweiler@saltonsea.ca.gov). Hard copies must be sent such that they are received within two business days.

Selection & Negotiation Process

Following the opening of the proposal packages, the proposals will be evaluated by an Evaluation Team. This team will be comprised of appropriate Authority and member agency personnel. The Evaluation Team members will initially review each proposal for adherence to this request and determine which proposals are most meritorious. If a proposal does not respond adequately to this request, it may be rejected as non-responsive to the RFQ. Proposals deemed non-responsive at this point will not be further evaluated.

Upon completion of the initial screening and review, the proposer(s) whose proposals are deemed by the Evaluation Team to be most meritorious may be asked to make oral presentation(s) to the Authority's Project Finance Committee. Such presentations have been tentatively scheduled for the public meeting of the Authority's Project Finance Committee on October 6, 2005 at the Salton Sea Community Services District offices on Highway 86 in Salton City, California.

After the presentations (if requested), the Authority's Project Finance Committee will make a recommendation to the Authority's board as to the entity(s) whose proposal(s) are deemed to be most advantageous to the Authority. Once approved by the Board, negotiations will begin with the selected entity(s) on the contractual relationship. The final contract will also require Board approval before it becomes effective.

The Project Finance Committee or Board may reject all proposals. The Authority reserves the right not to award a contract for services under this RFQ. All proposers shall bear and pay all their own costs and expenses associated with preparing and submitting a proposal, attending meetings and, if selected, negotiating a contract with the Authority.